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ABSTRACT

A profile is provided of Illinois community college business centers and the activities they conducted under fiscal year 1987's $3,730,376 economic development allocation. First, highlights of the year's accomplishments are presented, indicating that: (1) community colleges provided customized job training for 1,395 companies through 1,954 courses, serving 37,227 employees; (2) over 30,000 potential and existing business people were served through entrepreneurship training and services; (3) over 3,200 businesses were assisted in seeking federal contracts, yielding over $66 million in contracts; (4) nearly 23,000 persons received employment training to improve their job skills and assist them in seeking employment; (5) 14 community colleges were involved in helping to establish or operate small business incubators; and (6) most districts were involved in industrial retention, expansion, and attraction efforts which contributed to the retention of 43 firms and the start-up or expansion of 124 firms. Next, background information is presented on the community colleges' involvement in economic development. The next sections provide data on economic development grant use by activity; jobs created or retained with the assistance of community colleges; and other funds budgeted for economic development. The primary economic development activities undertaken by the colleges are then discussed, including industrial attraction, retention and expansion; customized job training; entrepreneurship training; contract procurement; small business incubators; and services for unemployed or underemployed people. (UCM)

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FISCAL YEAR 1987
ECONOMIC DEVELOPMENT GRANT REPORT

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FISCAL YEAR 1987 ECONOMIC DEVELOPMENT GRANT REPORT

Highlights

This report provides a profile of community college business centers and their activities conducted under the fiscal year 1987 $3,730,376 economic development allocation. These funds were distributed to all 39 public community college districts to enable them to operate business centers and economic development offices to provide training and services to businesses and to assist with local economic development efforts. The economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state, as can be seen from reports from the community colleges indicating that:

- Community colleges provided customized job training for 1,395 companies through 1,954 courses, serving 37,227 employees.
- Over 30,000 potential and existing business people were served through entrepreneurship training and services.
- Over 3,200 businesses were provided assistance in seeking federal contracts, yielding over $66 million in contracts.
- Nearly 23,000 persons were provided employment training services to improve their job skills and assist them in seeking employment.
- Fourteen community colleges were involved in helping to establish or operate small business incubators.
- Nearly all the community college districts were involved in industrial retention, expansion, and attraction efforts which contributed to the retention of 43 firms and the start-up or expansion of 124 firms.
- The economic development assistance provided by the community colleges reached over 5,500 businesses and industries and helped in the creation of 8,625 jobs and the retention of 13,190 jobs, for a total of 21,815 jobs created and retained during fiscal year 1987. The numbers of jobs created and retained with assistance of each type of economic development activity were:
  - customized job training -- 12,362 jobs
  - entrepreneurship training and services -- 4,093 jobs
  - contract procurement assistance -- 999 jobs
  - small business incubators -- 116 jobs
  - industrial attraction, retention, and expansion -- 4,245 jobs

Illinois Community College Board

FISCAL YEAR 1987 ECONOMIC DEVELOPMENT GRANT REPORT

REPORT: The purpose of this report is to provide a profile of community college business centers and their activities conducted under economic development grants during fiscal year 1987. The report also includes data on State Community College, which, although it does not receive a separate economic development grant, receives funding through its regular allocation for use in economic development activities.

Information contained in this report was obtained from reports submitted by each district. It is important to note that the data reflect only a portion of all job training and economic development activities conducted by Illinois public community colleges for two reasons. First, statistics were not available on all economic development grant activities at each district. Second, economic development activities funded by other sources were only minimally reflected in this report.

The cornerstone of Illinois community colleges' involvement in economic development is a network of business centers/economic development offices operated by all of Illinois' 39 districts. The primary purpose of the centers is to coordinate customized job training programs for new and existing business and industry, tailor-made to meet the businesses' specific needs. Another key activity is to provide entrepreneurship assistance to businesses through workshops, seminars, and in some cases direct consultation related to operating a business. Many community colleges regularly cooperate with other area economic development entities, such as local chambers of commerce, economic development commissions, local governments and the Department of Commerce and Community Affairs, to assist with the attraction and retention of commerce and industry. Many community colleges also are involved in other activities as well, such as helping business seek government contracts, operating labor-management councils, and assisting with small business incubators.

In fiscal year 1987, the ICCB provided $3,730,376 in economic development funds to the 39 community college districts to enable them to operate these business centers/economic development offices to provide these business training and services and to conduct other economic development activities to help create and retain jobs. Fiscal year 1987 was the fourth year of economic development grant funding. During this year, community college economic development activities assisted in the creation and retention of 21,815 jobs, indicating that the economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state.

The primary activities conducted under economic development grants during fiscal year 1987, as shown in Table 1, were entrepreneurship training and services for small businesses; customized job training programs for commerce and industry; and industrial retention, expansion, and attraction activities. Other activities included providing contract procurement assistance to businesses, providing training and job search services to unemployed persons, assisting with small business incubators, and miscellaneous economic development activities. In conducting these activities, the community colleges cooperated with key economic development groups on a regular basis.

Table 1

ECONOMIC DEVELOPMENT GRANT USE BY ACTIVITY
AVERAGE PERCENT OF TIME

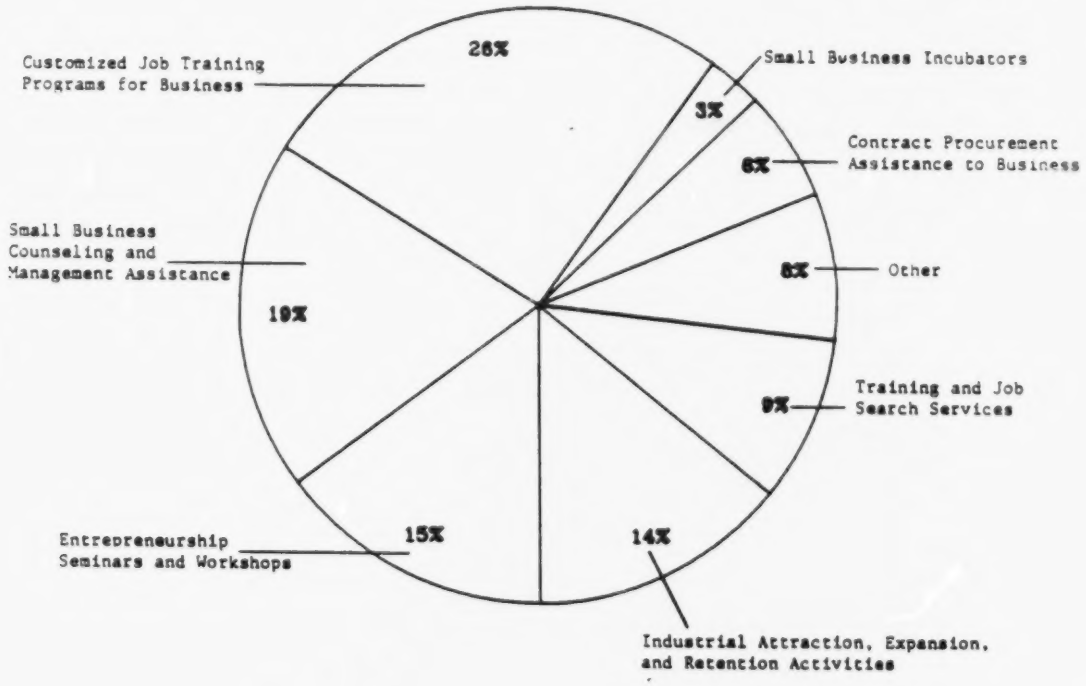

Table 2 provides information on the impact of each economic development activity in contributing to the creation and retention of jobs in the local community. The colleges reported that activities carried out as a result of the ICCB economic development grant funds assisted in the creation or retention of 21,815 jobs. This is a significant increase from the creation and retention of 17,725 jobs in fiscal year 1986 and 9,800 jobs in fiscal year 1985 with assistance from community colleges.

Table 2

JOBS CREATED AND RETAINED WITH ASSISTANCE OF COMMUNITY COLLEGE ECONOMIC DEVELOPMENT ACTIVITIES

Activities	Companies Assisted	Jobs Created	Jobs Retained	Total Jobs
Customized Job Training Programs for Business	1,395	2,846	9,516	12,362
Entrepreneurship/Small Business Seminars, Counseling, and Management Assistance	723	2,535	1,558	4,093
Contract Procurement Assistance to Business	3,211	395	604	999
Industrial Attraction, Retention, and Expansion Activities	167	2,738	1,507	4,245
Assisting with Small Business Incubators	30	111	5	116
TOTAL	5,526	8,625	13,190	21,815

In addition to economic development funds allocated to the community colleges through the ICCB, community colleges use funds from a variety of other sources to support economic development in their district. Table 3 shows that the $3.7 million economic development allocation was supplemented by nearly $24 million from the community colleges in the form of revenues from training and services, state grants, donations from private business, and allocations from the regular community college budgets.

Table 3

OTHER FUNDS BUDGETED FOR BUSINESS CENTER/
ECONOMIC DEVELOPMENT ACTIVITIES

Source of Additional Funds	Number of Colleges	Average	Total
Gross Revenues from Training and Services	30	123,648	4,822,264
Community College Budget/ Education Fund	23	63,219	2,465,523
Private Sector Donations	13	16,899	659,056
Local Government Donations	1	128	5,000
Private Foundation Grants	1	1,370	53,428
Small Business Development Center Funds	31	30,050	1,171,963
Job Training Partnership Act Funds	30	252,171	9,834,653
High Impact Training Services (HITS) Grants	30	48,301	1,883,742
Industrial Training Program (ITP) Grants	7	14,526	566,500
Prairie State 2000 Authority	16	23,958	934,364
Other	12	32,851	1,281,194
AVERAGE/TOTAL		607,120	23,667,687

The results summarized in these three tables show that the grants meet their intent of enabling community colleges to operate business centers/economic development offices to provide services to business and to conduct economic development activities. Further, the results show that such efforts contribute to the creation and retention of a significant number of jobs.

The primary economic development grant activities conducted by community colleges and the resulting retention and creation of jobs are discussed in more detail below.

Industrial Attraction, Retention, and Expansion. The availability of training and skilled workers is one of the primary reasons a company stays in a community or relocates. This is particularly true for companies that are incorporating new technologies. Recognizing this, community colleges are increasingly more involved in helping companies locate, remain, or expand in their district and work regularly with their local chambers of commerce, economic development commissions, local governments, and the Illinois Department of Commerce and Community Affairs (DCCA) in this regard.

Illinois community colleges are in a unique position to participate in or lead industrial retention, expansion, and attraction efforts because they serve as the providers of job training as well as training and services to employers. Community colleges are experienced in working with both the public and private sectors, can serve as a neutral coordinating entity to bring all the parties of economic development together, and have the professional staff capacity to assist with extensive industrial development efforts at the local level.

In addition to working directly with individual industrial firms on a case-by-case basis, most Illinois community colleges cooperate with chambers of commerce, local development organizations, local banks, DCCA, and the local governments in regional industrial retention projects designed to maintain and strengthen the existing industrial base.

In fiscal year 1987, community college industrial retention, expansion, and attraction activities were conducted under economic development grants by 32 of the 39 districts. These activities assisted in the start-up or expansion of 124 companies and the retention of 43 companies, creating 2,738 jobs and retaining 1,507 jobs.

Customized Job Training. Thirty-eight community college districts were involved in providing customized job training for area business and industry under economic development grants. Customized training programs provide the business with exactly the kind of training the firm needs; whatever the subject matter, the college can design or broker a training program to fit the bill. The schedule and duration of the training are totally up to the business. Most of the customized training is conducted on-site at the company's facilities, but training also can be conducted on campus or at any off-campus site. The instructors are specially chosen depending on the company's training needs. Most frequently, instructors are expert practitioners from the field who can provide training based on actual experience.

Such training is provided under contract to train new employees and upgrade skills of existing employees in order to maintain or increase profitability. In many cases, training is provided in order to assist with a plant location or expansion in Illinois. Community colleges regularly assist businesses seeking funding for training through various state programs as well as through JTPA, but the vast majority of the training is paid for by the company itself.

In fiscal year 1987, community colleges provided customized training through 1,954 courses for 1,395 companies, serving 37,227 employees. These efforts contributed to the start-up or expansion of 127 companies, creating 2,846 jobs, and the retention of 94 companies, retaining 9,516 jobs.

Entrepreneurship Training for Business Owners and Operators. In addition to providing training for company employees, Illinois community colleges also provide extensive training for business owners and operators. Workshops and seminars are held on a variety of topics of interest to small business, such as starting and operating a small business, business applications of computers, government financing programs, etc. These seminars and workshops frequently are cosponsored with the Small Business Administration, DCCA, or a local chamber of commerce.

Community colleges also provide entrepreneurship instruction to thousands of businesses through regular courses. For example, courses in small business administration, business law, business finance, accounting, personnel administration, and many others are available during evening hours at most community colleges. A number of community colleges also offer small business certificate and degree programs.

During this fiscal year, 37 community college districts used economic development grants to conduct 1,600 entrepreneurship workshops and seminars attended by 29,889 existing and potential small business owners and operators. These efforts resulted in the start-up or expansion of 160 companies, creating 571 jobs, and the retention of 52 companies, retaining 183 jobs. Thirty-eight districts used these funds to provide individualized small business counseling and management assistance to 9,452 persons. Such personalized services helped in the start-up or expansion of 380 companies, creating 1,964 jobs, and the retention of 131 companies, retaining 1,375 jobs. Entrepreneurship training and services therefore aided a total of 723 companies and contributed to the creation and retention of 4,093 jobs.

Contract Procurement Assistance. Recognizing that government purchases represent a lucrative market for businesses, DCCA operates the Illinois Procurement Outreach Program to enlist the aid of community colleges statewide in providing procurement assistance to businesses. Rising levels of federal spending, especially for defense purposes, generate new opportunities for the creation and retention of jobs. This year alone the federal government will spend approximately $150 billion for goods and services. Providing assistance to businesses seeking federal contracts can help firms secure more federal contracts and can, therefore, have a significant impact on the state's economy.

Currently, 27 community college districts use economic development grants to provide assistance to area business and industry in seeking state and federal contracts. Some have incorporated introductory contract procurement assistance into their other services while others have implemented full-fledged programs. In fiscal year 1987, community college districts served 3,211 firms through services such as workshops, bidder list applications, bid preparations, and counseling. These services helped obtain $66,590,467 in contracts for Illinois businesses, resulting in the start-up or expansion of 19 companies and the retention of 23 companies, creating and retaining approximately 1,000 jobs.

Small Business Incubators. A relatively new area for community colleges is small business incubators -- facilities that help new businesses get on their feet, generally by providing low rent; shared business services such as secretarial, telephone, copying, and accounting services; employee training; and management assistance. The role of the community college can range anywhere from providing the employee training and management assistance to helping organize and even operate the incubator.

During this fiscal year, 14 community colleges were involved with small business incubators, including 13 that researched the feasibility of starting an incubator, eight that were involved in helping establish an incubator, seven that provided services to an existing incubator, and four that operated an incubator on campus. Such efforts assisted in the retention of two companies, retaining five jobs, and the start-up or expansion of 28 companies, creating 111 jobs.

Miscellaneous Activites. In addition to these primary economic development activities, community colleges are involved in a variety of other activities. These activities include helping start or operate labor-management councils, providing statistical quality control training to business, operating advanced technology centers to provide the use of state-of-the-art equipment to businesses as well as students, cooperating with universities and federal laboratories with technology transfer, assisting with international business, or helping businesses improve their productivity, just to name a few.

Employment, Training, and Job Search Services for Unemployed or Underemployed Persons. In addition to being involved in economic development through services to businesses, Illinois community colleges regularly provide training and job search services for persons seeking employment. A portion of such activities is funded with economic development grant funds. Twenty-five community college districts used economic development grant funds in this manner, conducting 276 workshops attended by 4,825 persons, conducting 456 courses attended by 6,616 persons, and providing counseling and placement assistance to 11,171 persons.

Illinois community colleges also are heavily involved in job training under the Job Training Partnership Act (JTPA). Through the various JTPA programs, community colleges are able to conduct a wide variety of training for economically disadvantaged individuals and dislocated workers to assist them

in obtaining skills for employment and to assist business and industry in obtaining skilled employees to allow them to expand or locate in Illinois. Illinois community colleges are involved in the JTPA administrative system as well, by serving on private industry councils and the state Job Training Coordinating Council, and administering five of the 26 SDAs and 14 of the 19 dislocated worker centers in the state.

Conclusion. The economic development grant has indeed had a significant impact on the economy of Illinois and has been a very good investment for the state, as can be seen from the following summary of how community colleges helped create and retain 21,815 jobs:

- Community colleges provided customized job training for 1,395 companies through 1,954 courses, serving 37,227 employees.
- Over 30,000 potential and existing business people were served through entrepreneurship training and services.
- Over 3,200 businesses were provided assistance in seeking federal contracts, yielding over $66 million in contracts.
- Nearly 23,000 persons were provided employment training services to improve their job skills and assist them in seeking employment.
- Fourteen community colleges were involved in helping to establish or operate small business incubators.
- Nearly all the community college districts were involved in industrial retention, expansion, and attraction efforts which contributed to the retention of 43 firms and the start-up or expansion of 124 firms.
- The economic development assistance provided by the community colleges reached over 5,500 businesses and industries and helped in the creation of 8,625 jobs and the retention of 13,190 jobs, for a total of 21,815 jobs created and retained during fiscal year 1987. The numbers of jobs created and retained with assistance of each type of economic development activity were:
  - customized job training -- 12,362 jobs
  - entrepreneurship training and services -- 4,093 jobs
  - contract procurement assistance -- 999 jobs
  - small business incubators -- 116 jobs
  - industrial attraction, retention, and expansion -- 4,245 jobs

APPENDIX

Illinois Community College Board

Table 4

ACTIVITIES CONDUCTED BY ILLINOIS PUBLIC COMMUNITY COLLEGES
UNDER ECONOMIC DEVELOPMENT GRANTS
IN FISCAL YEAR 1987

COMMUNITY COLLEGE DISTRICTS	INDUSTRIAL EXPANSION, RETENTION, AND ATTRACTION ACTIVITIES	CUSTOMIZED JOB TRAINING PROGRAMS	ENTREPRENEURSHIP SEMINARS AND WORKSHOPS	SMALL BUSINESS COUNSELING AND MANAGEMENT ASSISTANCE	CONTRACT PROCUREMENT ASSISTANCE	ASSISTING SMALL BUSINESS INCUBATORS	TRAINING AND JOB SEARCH SERVICES TO UNEMPLOYED PERSONS
Belleville	X	X	X	X	X	X	X
Black Hawk	X	X	X	X	X	X	
Chicago	X	X	X	X	X	X	X
Danville	X	X	X	X	X		X
DuPage		X	X	X	X		X
Elgin	X	X	X	X			X
Harper	X	X	X	X			
Highland	X	X	X	X		X	X
Illinois Central	X	X	X	X	X		
Illinois Eastern	X	X	X	X	X		
Illinois Valley	X	X	X	X			
Joliet	X	X	X	X			X
Kankakee		X	X	X	X		
Kaskaskia		X	X	X	X		
Kishwaukee	X	X	X	X	X		X
Lake County	X	X	X	X	X		X
Lake Land	X	X	X	X			
Lewis & Clark	X	X	X	X	X		X
Lincoln Land	X	X	X	X	X	X	X
Logan	X		X	X	X		
McHenry	X	X	X	X			X
Moraine Valley	X	X	X	X	X	X	X
Morton	X	X	X	X	X		X
Oakton	X	X		X			
Parkland	X	X	X	X	X	X	X
Prairie State	X	X	X	X		X	
Rend Lake	X	X	X	X	X	X	X
Richland		X	X	X	X		
Rock Valley	X	X	X	X	X	X	
Carl Sandburg		X	X	X	X	X	X
Sauk Valley	X	X	X	X	X	X	
Shawnee	X	X	X	X			X
Southeastern		X	X	X	X		X
Spoon River	X	X	X	X	X		X
State Comm. Coll.	X	X	X	X		X	X
Thornton		X	X	X	X	X	X
Triton		X					X
Waubonsee	X	X	X	X	X		X
John Wood	X	X	X	X	X		X

Colleges that the table notes did not conduct specified activities under EDG funds may have conducted those activities under other funds.

TABLE 5

INDUSTRIAL ATTRACTION, RETENTION, AND EXPANSION ACTIVITIES

DISTRICT/ COLLEGE NAME	USED EDG FUNDS TO CONDUCT	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMPANIES RETAINED	JOBS RETAINED IN THESE COMPANIES
BELLEVILLE	X	1	20	1	560
BLACK HAWK					
QUAD	X				
EAST	X	4	182	2	36
CHICAGO					
CITY WIDE	X	--	--	--	--
DALEY	--	--	--	--	--
KENNEDY- KING	X	2	197	1	224
LOOP	--	--	--	--	--
MALCOLM X	--	--	--	--	--
OLIVE-HARVEY	X	--	--	--	--
TRUMAN	X	--	--	--	--
WRIGHT	--	--	--	--	--
DANVILLE	X	--	--	--	--
DUPAGE	--	--	--	--	--
ELGIN	X	13	239	1	30
HARPER	X	--	--	--	--
HIGHLAND	X	--	--	--	--
ILLINOIS CENTRAL	X	--	--	--	--
ILLINOIS EASTERN	X	--	--	--	--
ILLINOIS VALLEY	X	--	--	--	--
JOLIET	X	3	52	--	--
KANKAKEE	--	--	--	--	--
KASKASKIA	--	--	--	--	--
KISHWAUKEE	X	2	275	4	75
LAKE COUNTY	X	8	90	--	--
LAKE LAND	X	8	374	--	28
LEWIS & CLARK	X	--	--	--	--
LINCOLN LAND	X	--	--	--	--
LOGAN	X	--	--	--	--
MCHENRY	X	14	351	--	--
MORAINE VALLEY	X	8	32	2	52
MORTON	X	1	25	1	50
OAKTON	X	--	--	--	--
PARKLAND	X	48	800	--	--
PRAIRIE STATE	X	--	--	--	--
REND LAKE	X	--	--	1	21
RICHLAND	--	--	--	--	--
ROCK VALLEY	--	--	--	--	--
CARL SANDBURG	X	--	--	--	--
SAUK VALLEY	X	--	--	--	--
SHAWNEE	X	3	14	1	10
SOUTHEASTERN	--	--	--	1	11
SPOON RIVER	X	--	--	--	--
STATE	X	2	--	--	--
THORNTON	X	4	20	15	30
TRITON	--	--	--	--	--
WAUBONSEE	X	3	7	1	20
JOHN WOOD	X	--	--	--	--
DISTRICT TOTALS	32	95	2,098	26	1,064
MEAN		2.4	53.8	0.7	27.3

TABLE 6

CUSTOMIZED JOB TRAINING PROGRAMS FOR BUSINESS

DISTRICT/ COLLEGE NAME	USED EDG FUNDS TO COORDINATE	COMPANIES SERVED	COURSES PROVIDED	EMPLOYEES TRAINED	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMPANIES RETAINED	JOBS RETAINED IN THESE COMPANIES
BELLEVILLE	X	6	13	114	--	--	6	114
BLACK HAWK								
QUAD	X	6	18	496	4	81	1	486
EAST	X	2	3	15	--	--	2	15
CHICAGO								
CITY WIDE	X	12	37	1,546	16	573	1	550
DALEY	--	--	--	--	--	--	--	--
KENNEDY- KING	X	6	3	301	4	216	1	125
LOOP	X	6	7	187	--	--	--	--
MALCOLM X	X	1	3	3	1	3	--	--
OLIVE-HARVEY	X	4	4	97	--	--	1	250
TRUMAN	X	1	2	38	--	--	--	--
WRIGHT	X	2	2	16	--	--	--	--
DANVILLE	X	14	26	1,619	1	30	1	1200
DUPAGE	X	193	303	3,779	6	23	--	--
ELGIN	X	18	49	683	5	48	2	115
HARPER	X	16	28	458	1	5	--	--
HIGHLAND	X	10	10	150	--	--	--	--
ILLINOIS CENTRAL	X	9	22	--	--	--	--	--
ILLINOIS EASTERN	X	1	--	8	1	8	1	12
ILLINOIS VALLEY	X	53	59	797	1	3	2	6
JOLIET	X	141	50	800	--	--	3	188
KANKAKEE	X	82	30	1,290	5	20	10	40
KASKASKIA	X	2	2	82	--	--	--	--
KISHWAUKEE	X	8	14	172	3	15	1	8
LAKE COUNTY	X	75	85	982	2	162	--	--
LAKE LAND	X	9	27	371	--	--	1	700
LEWIS & CLARK	X	3	4	150	1	15	1	60
LINCOLN LAND	X	100	115	1,000	10	50	5	25
LOGAN	--	--	--	--	--	--	--	--
MCHENRY	X	33	75	1,255	7	37	1	9
MORAINE VALLEY	X	165	113	5,780	2	230	7	360
MORTON	X	7	19	120	2	15	--	--
OAKTON	X	25	72	1,074	1	20	1	12
PARKLAND	X	30	65	1,150	8	145	--	--
PRAIRIE STATE	X	2	6	145	--	--	--	--
RENO LAKE	X	44	47	4,876	1	17	30	4809
RICHLAND	X	32	212	1,115	11	477	2	46
ROCK VALLEY	X	61	163	2,445	7	69	--	--
CARL SANDBURG	X	16	3	536	12	416	1	25
SAUK VALLEY	X	100	25	500	--	10	2	40
SHAWNEE	X	7	1	23	2	22	1	1
SOUTHEASTERN	X	5	5	38	5	38	--	--
SPOON RIVER	X	2	6	33	--	--	1	32
STATE	X	1	5	20	2	--	--	--
THORNTON	X	6	10	123	3	48	4	123
TRITON	X	60	175	2,000	3	50	5	150
WAUBONSEE	X	12	21	317	--	--	--	15
JOHN WOOD	X	7	15	523	--	--	--	--
DISTRICT TOTALS	38	1,395	1,954	37,227	127	2,846	94	9,516
MEAN		35.8	50.1	954.5	3.3	73.0	2.4	244.0

TABLE 7

ENTREPRENEURSHIP TRAINING AND SERVICES

DISTRICT/ COLLEGE	WORKSHOPS AND SEMINARS: USED EDG FUNDS TO CONDUCT	SEMINARS AND WORKSHOPS CONDUCTED	SEMINAR AND WORKSHOP PARTICIPANTS	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMPANIES RETAINED	JOBS RETAINED IN THESE COMPANIES	INDIVIDUALIZED COUNSELING AND MANAGEMENT ASSISTANCE: USED EDG FUNDS TO PROVIDE	PERSONS RECEIVED COUNSELING AND MANAGEMENT ASSISTANCE	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMPANIES RETAINED	JOBS RETAINED IN THESE COMPANIES
BELLEVILLE	X	34	816	--	--	--	--	X	309	7	48	--	117
BLACK HAWK	X												
QUAD	X	59	899	18	37	9	9	X	159	30	95	5	61
EAST	X	8	98	2	3	2	21	X	34	13	20	9	35
CHICAGO	X												
CITY WIDE	X	129	3,693	30	70	11	11	X	1374	15	105	13	27
DALEY	X	17	241					X	756	4	19	2	31
KENNEDY- KING	X	35	2,005	17	68	6	17	X	1803	4	272	2	217
LOOP	X	2	29					X	5				
MALCOLM X	X	13	133					X	120			1	3
OLIVE-HARVEY	X	3	108					X	186	14	69	10	25
TRUMAN	X	24	721					X	53	6	19		
WRIGHT	X	21	169					X					
DANVILLE	X	44	870					X	80	1	4		
DUPAGE	X	37	410	3	13	6	25	X	203	12	19	4	
ELGIN	X	39	171	4	12	2		X	93	5	12	2	10
HARPER	X	1	26					X	30				
HIGHLAND	X	15	180	4	15			X	30	5	20		
ILLINOIS CENTRAL	X	546	7,467					X	23	3	75	12	360
ILLINOIS EASTERN	X	29	750	5	10			X	104	7	22	2	25
ILLINOIS VALLEY	X	4	72					X	6				
JOLIET	X	40	276	20	22			X	226	32	96	37	70
KANKAKEE	X	13	311	2	4		8	X	131		9	10	18
KASKASKIA	X	27	569					X	120		3		
KISHWAUKEE	X	7	442	10	22			X	55		275		
LAKE COUNTY	X	18	321	7	20			X	130	7	20		
LAKE LAND	X	30	1,918					X	170	17	57		
LEWIS & CLARK	X	34	440	1	15	1	10	X	566		6		
LINCOLN LAND	X	15	200					X	25			2	
LOGAN	X	20	446					X	188	2	100		
MCHENRY	X	9	132	5	112			X	33			1	20
MORAINE VALLEY	X	64	155	2	31			X	136		31		
MORTON	X	9	193	1	4			X	20		4		
OAKTON	--	--	--	--	--	--	--	X	11				
PARKLAND	X	50	1,070					X	415	33	65	11	30
PRAIRIE STATE	X	18	200	5	15			X	10				
RENO LAKE	X	16	305	5	20	2	53	X	110	6	25	2	248
RICHLAND	X	47	1,073					X	332				
ROCK VALLEY	X	4	274					X	518	85	314		
CARL SANDBURG	X	18	553					X	93	9	15	2	24
SAUK VALLEY	X	100	954	15	3			X	50	13	12		5
SHAWNEE	X	15	277					X	155	5	23		
SOUTHEASTERN	X	3	249	10	14			X	122	3	54		
SPOON RIVER	X	6	244	1	15			X	111	5	19		
STATE	X	2	30					X	20		2		
THORNTON	X	5	60	2	6	5	15	X	280	5	5	1	6
TRITON	--	--	--	--	--	--	--	X	32	2	6	1	40
WAUBONSEE	X	32	219	3	8	1	5						
JOHN WOOD	X	3	276										
DISTRICT TOTALS	37	1,600	29,889	160	571	52	183	45	9,452	380	1,964	131	1,375
MEAN		41.0	766.4	4.1	14.6	1.3	4.7		242.4	9.7	50.4	3.4	35.3

TABLE 8

CONTRACT PROCUREMENT ASSISTANCE TO BUSINESS

DISTRICT/ COLLEGE NAME	USED EDG FUNDS TO PROVIDE	TOTAL BUSINESSES SERVED	FIRMS RECEIVING CONTRACTS	CONTRACTS OBTAINED	DOLLAR AMOUNTS OF CONTRACTS	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMAPNIES RETAINED	JOBS RETAINED IN THESE COMPANIES
BELLEVILLE	X	10	3	6	$976,800	1	9	1	8
BLACK HAWK	X								
QUAD	X	180	21	63	$22,998,041	5	84	16	242
EAST	X	--	--	--	--	--	--	--	--
CHICAGO	X								
CITY WIDE	X	737	15	26	$630,513	5	6	--	6
DALEY	X	--	--	--	--	--	--	--	--
KENNEDY- KING	X	147	8	45	$17,000,000	4	214	2	251
LOOP	X	--	--	--	--	--	--	--	--
MALCOLM X	X	149	--	--	--	--	--	--	--
OLIVE-HARVEY	X	4	2	3	$68,700	--	--	1	4
TRUMAN	--	--	--	--	--	--	--	--	--
WRIGHT	--	--	--	--	--	--	--	--	--
DANVILLE	X	--	--	--	--	--	--	--	--
DUPAGE	X	129	12	12	$136,886	--	5	--	--
ELGIN	--	--	--	--	--	--	--	--	--
HARPER	--	--	--	--	--	--	--	--	--
HIGHLAND	--	--	--	--	--	--	--	--	--
ILLINOIS CENTRAL	X	125	8	8	$3,992,422	--	--	--	--
ILLINOIS EASTERN	X	104	9	9	$793,543	--	--	--	16
ILLINOIS VALLEY	--	--	--	--	--	--	--	--	--
JOLIET	--	--	--	--	--	--	--	--	--
KANKAKEE	X	50	4	21	$475,646	1	1	--	6
KASKASKIA	X	3	--	--	--	--	--	--	--
KISHWAUKEE	X	2	1	--	--	--	--	--	--
LAKE COUNTY	X	252	16	31	$8,233,943	--	54	--	--
LAKE LAND	--	--	--	--	--	--	--	--	--
LEWIS & CLARK	X	--	--	--	--	--	--	--	--
LINCOLN LAND	X	15	1	--	--	1	--	1	--
LOGAN	X	65	2	5	$49,958*	--	--	--	--
MCHENRY	--	--	--	--	--	--	--	--	--
MORAINE VALLEY	X	287	11	11	$88,819	--	--	--	--
MORTON	X	13	--	--	--	--	--	--	--
OAKTON	--	--	--	--	--	--	--	--	--
PARKLAND	X	148	1	1	$100,000	1	2	1	3
PRAIRIE STATE	--	--	--	--	--	--	--	--	--
RENO LAKE	X	1	--	--	--	--	--	--	--
RICHLAND	X	103	--	--	--	--	--	--	--
ROCK VALLEY	X	250	3	3	$40,000	--	--	--	--
CARL SANDBURG	X	43	1	1	$38,000	--	--	--	--
SAUK VALLEY	X	17	--	--	--	--	--	--	--
SHAWNEE	--	--	--	--	--	--	--	--	--
SOUTHEASTERN	X	65	72	75	$49,958*	--	--	--	--
SPOON RIVER	X	3	--	--	--	--	--	--	--
STATE	--	--	--	--	--	--	--	--	--
THORNTON	X	15	--	--	--	--	--	--	--
TRITON	--	--	--	--	--	--	--	--	--
WAUBONSEE	X	246	10	27	$1,167,196	--	--	--	35
JOHN WOOD	X	48	6	34	$9,800,000	1	20	1	30
DISTRICT TOTALS	27	3211	206	381	$66,640,425	19	395	23	604
MEAN		82.3	5.3	9.8	$1,708,729	0.5	10.1	0.6	15.5

* COOPERATIVE PROJECT; THIS TOTAL ACHIEVED JOINTLY

TABLE 9

SMALL BUSINESS INCUBATOR

DISTRICT/ COLLEGE NAME	USED EDG FUNDS TO HELP ESTABLISH OR OPERATE	INVOLVED IN RESEARCHING FEASIBILITY	HELPING/HELPED ESTABLISH INCUBATOR	PROVIDED SERVICES TO EXISTING INCUBATOR	OPERATED INCUBATORS ON CAMPUS	COMPANIES STARTED OR EXPANDED	JOBS CREATED IN THESE COMPANIES	COMPANIES RETAINED	JOBS RETAINED IN THESE COMPANIES
BELLEVILLE	X	X	--	--	--	--	--	--	--
BLACK HAWK									
QUAD	X	X	X	--	--	9	66	--	--
EAST	X	X	--	--	--	--	--	--	--
CHICAGO									
CITY WIDE	--	--	--	--	--	--	--	--	--
DALEY	X	X	--	X	--	--	--	--	--
KENNEDY- KING	X	X	X	--	--	--	--	--	--
LOOP	--	--	--	--	--	--	--	--	--
MALCOLM X	--	--	--	--	--	--	--	--	--
OLIVE-HARVEY	X	X	--	--	--	--	--	--	--
TRUMAN	--	--	--	--	--	--	--	--	--
WRIGHT	--	--	--	--	--	--	--	--	--
DANVILLE	--	--	--	--	--	--	--	--	--
DUPAGE	--	--	--	--	--	--	--	--	--
ELGIN	--	--	--	--	--	--	--	--	--
HARPER	--	--	--	--	--	--	--	--	--
HIGHLAND	X	X	X	X	X	3	15	2	5
ILLINOIS CENTRAL	--	--	--	--	--	--	--	--	--
ILLINOIS EASTERN	--	--	--	--	--	--	--	--	--
ILLINOIS VALLEY	--	--	--	--	--	--	--	--	--
JOLIET	--	--	--	--	--	--	--	--	--
KANKAKEE	--	--	--	--	--	--	--	--	--
KASKASKIA	--	--	--	--	--	--	--	--	--
KISHWAUKEE	--	--	--	--	--	--	--	--	--
LAKE COUNTY	--	--	--	--	--	--	--	--	--
LAKE LAND	--	--	--	--	--	--	--	--	--
LEWIS & CLARK	--	--	--	--	--	--	--	--	--
LINCOLN LAND	X	X	X	X	X	--	--	--	--
LOGAN	--	--	--	--	--	--	--	--	--
MCHENRY	--	--	--	--	--	--	--	--	--
MORAINE VALLEY	X	X	X	X	X	1	7	--	--
MORTON	--	--	--	--	--	--	--	--	--
OAKTON	--	--	--	--	--	--	--	--	--
PARKLAND	X	X	X	--	--	--	--	--	--
PRAIRIE STATE	X	X	--	--	X	5	10	--	--
REND LAKE	X	X	--	--	--	--	--	--	--
RICHLAND	--	--	--	--	--	--	--	--	--
ROCK VALLEY	X	--	X	X	--	2	4	--	--
CARL SANDBURG	X	X	--	--	--	--	--	--	--
SAUK VALLEY	X	X	X	X	--	2	4	--	--
SHAWNEE	--	--	--	--	--	--	--	--	--
SOUTHEASTERN	--	--	--	--	--	--	--	--	--
SPOON RIVER	--	--	--	--	--	--	--	--	--
STATE	X	X	--	--	--	--	--	--	--
THORNTON	X	X	--	--	--	--	--	--	--
TRITON	--	--	--	--	--	--	--	--	--
WAUBONSEE	--	--	--	--	--	--	--	--	--
JOHN WOOD	--	--	--	--	--	--	--	--	--
DISTRICT TOTALS	14	13	8	7	4	28	111	2	5

TABLE 10

EMPLOYMENT, TRAINING, AND JOB SEARCH SERVICES FOR UNEMPLOYED OR UNDEREMPLOYED PERSONS

DISTRICT/ COLLEGE NAME	USED EDG FUNDS TO COORDINATE OR CONDUCT	NON-CREDIT WORKSHOPS	PARTICIPANTS OF WORKSHOPS	NON-CREDIT COURSES	PARTICIPANTS OF COURSES	PERSONS RECEIVING COUNSELING AND PLACEMENT ASSISTANCE
BELLEVILLE	X	--	--	--	--	165
BLACK HAWK	--	--	--	--	--	--
QUAD	--	--	--	--	--	--
EAST	--	--	--	--	--	--
CHICAGO	--	--	--	--	--	--
CITY WIDE	X	8	200	22	400	550
DALEY	--	--	--	--	--	--
KENNEDY- KING	X	35	1,205	3	41	704
LOOP	--	--	--	--	--	--
MALCOLM X	X	--	--	--	--	--
OLIVE-HARVEY	X	--	--	33	838	657
TRUMAN	--	--	--	--	--	--
WRIGHT	X	10	98	--	--	--
DANVILLE	X	--	--	1	20	--
DUPAGE	X	29	216	97	841	312
ELGIN	X	15	150	4	92	346
HARPER	--	--	--	--	--	--
HIGHLAND	X	--	--	--	--	100
ILLINOIS CENTRAL	--	--	--	--	--	--
ILLINOIS EASTERN	--	--	--	--	--	--
ILLINOIS VALLEY	--	--	--	--	--	--
JOLIET	X	--	--	--	--	166
KANKAKEE	--	--	--	--	--	--
KASKASKIA	--	--	--	--	--	--
KISHWAUKEE	X	3	18	10	66	16
LAKE COUNTY	X	--	--	--	--	2,583
LAKE LAND	--	--	--	--	--	--
LEWIS & CLARK	X	34	546	--	--	92
LINCOLN LAND	X	2	50	1	50	--
LOGAN	--	--	--	--	--	--
MCHENRY	X	6	80	8	83	153
MORAINE VALLEY	X	90	1,305	222	3,484	1,202
MORTON	X	--	--	--	--	23
OAKTON	--	--	--	--	--	--
PARKLAND	X	3	33	3	33	600
PRAIRIE STATE	--	--	--	--	--	--
REND LAKE	X	8	70	--	--	2,170
RICHLAND	--	--	--	--	--	--
ROCK VALLEY	--	--	--	--	--	--
CARL SANDBURG	X	3	129	13	64	524
SAUK VALLEY	--	--	--	--	--	--
SHAWNEE	X	--	--	--	--	67
SOUTHEASTERN	X	2	222	--	--	26
SPOON RIVER	X	--	--	6	32	10
STATE	X	2	30	4	35	10
THORNTON	X	5	100	25	400	35
TRITON	X	16	288	--	--	528
WAUBONSEE	X	5	85	4	137	120
JOHN WOOD	X	--	--	--	--	12
DISTRICT TOTALS	25	276	4,825	456	6,616	11,171

ERIC Clearinghouse for
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